



Architectural Sales Manager, New York City

Do you want to join Dinesen’s ambitious US sales team?

We are looking for an organized, energetic, and curious Architectural Sales Manager based in New York City.

As an Architectural Sales Manager at Dinesen, you will be responsible for building long-lasting relationships with clients. Your passion for generating sustainable growth for the business is what drives you, and you are a collaborative team player who delivers tangible results together with your US teammates. Dinesen is looking for someone with your expertise and skills to join our team!

Be part of an internationally renowned Danish design brand’s talented and ambitious sales and marketing team towards growth. Work closely with architects and designers in the US on meaningful and aesthetically pleasing residential projects.

The job requires organization and coordination of multiple tasks while maintaining focus on the big picture. Effective communication and presentation skills are necessary for interactions with clients, team members, and within the organization.

- Tasks and areas of responsibility:**
- Upon completion of your training, you will assume the responsibility of managing your own projects and developing client portfolios in specific areas. You will work closely with both our clients and external sales staff. Your duties will include the following tasks:
- Efficient and thorough management of projects and pipeline
 - Sales negotiations with key stakeholders
 - Identifying and maintaining relations with all stakeholders in the individual projects
 - Needs analysis, estimates and bids, negotiation, and order processing
 - After-sales service – follow-up on completed projects
 - Keeping CRM fully updated
 - Project meetings with clients and the sales team
 - Customer care, advice, follow-up, and specific inspiration through (virtual) meetings, phone calls, and emails
 - Co-hosting of events and webinars
 - Assist in fostering positive development and growth in the area, while embodying Dinesen’s values and strategic vision

- Qualifications:**
- You have experience with project management and a clear understanding of the sales process.
 - You understand the client’s needs and can effectively close projects.
 - You have a strong capacity for structuring and planning an efficient work week, keeping track of the big picture, and focusing on what generates the most value without losing sight of the details.
 - You are outgoing and a skilled communicator.
 - You are good at building long-term relations with key stakeholders.
 - You continually develop your pipeline by adding new projects based on your and your team’s efforts.
 - You are always curious to uncover new business opportunities.
 - You always find your way to the clients via email, phone, social media, and networking.
 - Ideally, you have experience with Microsoft Dynamics, Navision, and 365 Office.
 - You are experienced with A/D sales; having a network is a plus.

On a personal level:

You possess a vibrant personality that is goal-oriented and outgoing. Your passion lies in sales and project management, and you can work independently while being proactive, pragmatic, and curious by nature. You have a knack for identifying and seizing opportunities, and you have a strong sense of quality and craftsmanship. You are personally interested in design and architecture and have an entrepreneurial mindset with a drive to build your own territory.

- The position is full-time, starting as soon as possible. Before entering the position, you will complete a thorough onboarding program in Denmark at the HQ.
- You will be working closely with our Country Manager in New York and in correlation with our Project Manager and Head of Sales based in Denmark, as well as the production and organization.
- You will maintain a close dialogue with colleagues daily, weekly, and monthly on team and project meetings.
- You should expect bi-monthly travel activity in the United States for new biz, project meetings, or events.
- The intended base is NYC to facilitate close daily dialogue and cooperation with the Country Manager.

About Dinesen:

Dinesen is the foremost manufacturer of exclusive plank floors in Denmark. The company has been family-owned since its establishment in 1898 as a sawmill, which set the bar for quality wood. Today, five generations later, Dinesen is an esteemed and distinguished design brand. Dinesen prioritizes quality curiosity, and a care for nature, and every floor is custom-made in close consultation with the customers, including international designers and architects. The production takes place in Denmark, yet Dinesen floors are a source of well-being, calm, and beauty in spaces worldwide – from private homes to large, public, and cultural settings. With an export ratio of approximately 60%, Dinesen carries out projects in over 50 countries each year.

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